



# AF Center for Environmental Excellence Design Build *Plus* '03 Pre-Proposal Conference





**U.S. AIR FORCE**

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# ***OPENING REMARKS***

**Lt Col David Williamsen**  
**Chief, Environmental Contracting Div**

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*Integrity - Service - Excellence*



# ***Headquarters U.S. Air Force***

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*Integrity - Service - Excellence*

## **Design Build *Plus* 03 Pre-Proposal Conference**



**Carol A. Singleton**

**25 Mar 03**

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# *Overview*

- **Introductory Remarks**
- **RFP Overview**
- **Design Build Plus '03 Overview**
- **Final Question and Answer Session**





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# ***Contracting Officer Remarks***

- Restrooms
  - ID at all times
  
- Questions anytime - In writing - 5X7 Cards
  - We will try to answer them later on today
  - Minutes taken and posted on AFCEE Website
  - Minutes and answers to questions are clarifications
  - Informal comments and questions are not posted on AFCEE Website posting

**DELETED**

Only AFCEE





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# ***Contracting Officer Remarks***

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- **Restrooms**
  - **ID at all times**
  
- **Questions anytime**
  - **In writing - 4X6 Cards**
  - **All questions and answers will be posted on website**
  - **Will attempt to answer all questions today**
- **Pre-proposal Minutes will be posted on AFCEE website**
- **Informal comments are informal -- Only AFCEE website posting is official**





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# ***Contracting Officer Remarks***

***(cont.)***

- **Amendment(s) will be issued, if required**
- **RFP takes precedence over anything said in this conference or in answers to questions unless/until included in a written amendment**
- **Preliminary Draft RFP Questions/Answers have been posted to AFCEE DBP03 web page**
- **Briefing charts and new Q&As will be posted on the same web page**







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# ***Contracting Officer Remarks***

## ***Notice of Source Selection***

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You are hereby notified that IAW Title 10, US Code 2862 and FAR Part 15 solicitations F41624-03-R-8006 and F41624-03-R-8034 are in progress for acquisition of Design Build Plus 03. The RFPs were released on 17 Mar 03; Proposals are due 16 Apr 03; anticipated contracts award is 17 Jul 03.

The Contracting Officer is the only person authorized to be contacted by potential offerors or subcontractors concerning this acquisition.

Contacting other Air Force personnel regarding this acquisition is strictly prohibited. There are absolutely NO exceptions.

Refer questions or communications concerning this acquisition directly to Carol Singleton/311 HSW/PKVH, 8150 Aeromedical Road, Brooks City-Base, TX 78235-5123, (210) 536-8360







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# ***Contracting Officer Remarks***

*(cont.)*

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- **Notice of Source Selection -  
CONTACTS ONLY THROUGH THE  
CONTRACTING OFFICER**
- **311 HSW/PKVH - Contracting Office**
  - Ms. Carol Singleton
  - E-mail: [carol.singleton@brooks.af.mil](mailto:carol.singleton@brooks.af.mil)
  - Phone: 210.536.8360
- **311 HSW/PKVH – Contract Specialists**
  - Charles Wilcox, [charles.wilcox@brooks.af.mil](mailto:charles.wilcox@brooks.af.mil), x6566
  - Maria Ng, [maria.ng@brooks.af.mil](mailto:maria.ng@brooks.af.mil), x4502





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# ***Contracting Officer Remarks***

***(cont.)***

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- **HQ AFCEE - Program Manager**
  - **Mr. Eugene DeRamus**
  
- **311 HSW/BC, Director of Small Business**
  - **Ms. Mary Urey**





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# Sign-in Sheet

[illegible]



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# ***RFP Web Site Download***

- **Getting to the AFCEE web site:**
  - Start in <http://www.afcee.brooks.af.mil>
  - Click on "Business Opportunities/Contracting" in left column
  - Click on "DBP03" in left column, under Business Opportunities
  - Scroll down to "Download Information" to get to all the RFP documents
- **Download all items under Formal RFP**





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# ***Design Build Plus 03***

## **DBP03**

# **Request for Proposal**





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# ***Request for Proposals***

- **Will select cadre from two parallel solicitations**
  
- **Each solicitation has separate:**
  - **Sections A – K** (common to both)
  - **Sections L & M evaluation factors** (unique to each)
  - **Master Statement of Work** (common to both)
  - **Sample task** (common to both)

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# ***Request for Proposals***

- **Will select cadre from two parallel solicitations**
  
- **Each solicitation has separate:**
  - **Sections A – K**
  - **Sections L & M evaluation factors**
  - **Master Statement of Work**
  - **Sample task** (common to both)







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# ***Request for Proposals***

***-Full and Open RFP-***

- **Multiple contracts**
  - Target is eight (8) or more awards
  - No set-asides
- **Multiple-year, incremental contracts**
  - 5-year ordering period with optional 3-years of performance
- **\$2.1B Order of Magnitude Ceiling**
  - Can exceed the ceiling by 250%
  - Each contract minimum - \$10K
- **Scope is military installations worldwide**

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# ***Request for Proposals***

***-Full and Open RFP-***

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- **Multiple contracts**
  - Target is eight (8) or more awards
- **Multiple-year, individual term contracts**
  - 5-year ordering period w/ additional 3-years of performance
- **\$2.1B Order of Magnitude Ceiling**
  - Can exceed the ceiling by 250%
  - Each contract minimum - \$10K
- **Scope is military installations worldwide**





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# ***Request for Proposals***

***-8(a) RFP-***

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- **Multiple contracts**
  - Target is four (4) or more awards
  - This RFP is entirely set-aside for 8(a) firms
- **Multiple-year, individual term contracts**
  - 5-year ordering period w/ additional 3-years of performance
- **\$400M Order of Magnitude Ceiling**
  - Can exceed the ceiling by 250%
  - Each contract minimum - \$10K
- **Scope is military installations nationwide**





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# *Past Performance*

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- **Reminder: To permit the Performance Risk Assessment Group (PRAG) to conduct its assessment more efficiently, request offerors submit their Past Performance volume not later than 15 days after the release of the RFP. (1 Apr 03)**
- **Failure to submit early proposal information will not result in disqualification.**





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# ***Subcontracting Goals for Full and Open RFP***

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- **Small Business - 30% of total awarded or obligated dollars**
- **Small Disadvantaged Business - 5% of total subcontracted dollars**
- **Historically Black College/University/Minority Institute - 5% of total subcontracted dollars**
- **Woman Owned Business - 5% of total subcontracted dollars**
- **HUBZone - 3% of total subcontracted dollars**
- **Veteran Owned - 3% of total subcontracted dollars**
- **Service Disabled Veteran Owned- 3% of total subcontracted dollars**





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# ***ACO DELEGATIONS***

- **Contract administration for the construction task order effort may remain at AFCEE or delegated by 311 HSW/PKVH contracting officer to either the cognizant base contracting officer at the Air Force installation where construction is scheduled to occur, or an agent as designated by the base or major command leadership through a formal Memorandum of Agreement (MOA).**
- **The 311 HSW/PKVH will award and administer Title I task orders. Title II task orders will be administered by the cognizant authority ~~as detailed via the MOA.~~**





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# ***RFP Section A***

## ***Information To Offerors***

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- **Solicitation, Offer and Award**
- **Proposals**
  - **Due to 311 HSW/PKVH -- 2:00 P.M. CDT, 16 Apr 03**
- **Anticipate Award on or about 17 Jul 03**

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# ***RFP Section A***

## ***Information To Offerors***

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- **Solicitation, Offer and Award**
- **Proposals**
  - **Due to 311 HSW/PKVH -- 2:00 P.M. CST, 16 Apr 03**
- **Anticipate Award on or about 17 Jul 03**



# ***RFP Section B***

## ***Supplies or Services & Prices/Costs***

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### **■ Contract Line Items**

- CLIN 0001 - Planning and Programming Services**
- CLIN 0002 - FFP for Concept Design/Parametric Estimate**
- CLIN 0003 – Construction Services**
- CLIN 0004 – Payment/Performance Bonds**
- CLIN 0005 - Reports (NSP)**
- CLIN 0006 – Materials/Equipment (NSP)**



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# ***RFP Section F***

## ***Deliveries or Performance***

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- **Ordering period for Contracts**  
**Date of award through 60 months**
  
- **Period of Performance for Contracts**  
**Date of award through 96 Months**





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# ***RFP Section G***

## ***Contract Administration Data***

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- **PKVH-G001 Contractor Remittance Address**
  - **(To be filled in by contractor)**
- **Payments under fixed priced construction contracts**



# ***RFP Section H***

## ***Special Contract Requirements***

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- **Section H - Special Contract Requirements**
  - **PKVH-H020 Teaming Arrangement**  
**Approval from the CO is required to deviate**
  - **PKVH-H021 Ordering Procedures**  
**CO issues letter RFP**
  - **PKVH-H022 Awarding Orders Under Multiple Award Contracts**  
**May solicit competitive or single proposals**



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# ***RFP Section H***

## ***Special Contract Requirements***

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- **PKVH-H028 INDEFINITE QUANTITY CONTRACTS (MAR 2003)**
- **The ordering period for the contract is 5 years from date of award (approx 14 Jul 03), plus 3 additional years for performance. The program ceiling amount may be adjusted unilaterally by the Air Force on an annual basis during this 5-year ordering period.**
- **Current and projected requirements will be reviewed by the Air Force on an annual basis to determine if an upward adjustment of the program ceiling is required. In no event shall the adjusted program ceiling amount exceed 250% of the program ceiling established at time of contract award.**





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# ***RFP Section I and J***

## **■ Section I - Contract Clauses**

- 52.236-01 Performance of Work by Contractor -- 1% - Full & Open**
- 52.219-14 Limitations on Subcontracting - Performance of Work by 8(a) – 15%**

## **■ Section J - List of Attachments**







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# ***RFP Section K***

## ***Representations, Certifications and Other Statements of Offerors***

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- **It is important to read and complete all certifications**
- **Some certifications will affect your eligibility for award**
- **Some items indicate concurrence by submittal of a signed offer**





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# ***RFP Section L***

## ***Proposal Preparation Instructions***

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- **Vol I - Contract Documentation**
  - 1 original, 1 electronic and 3 copies
  - Page Limit - None
- **Vol II - Mission Capability**
  - 1 original, 1 electronic and 3 copies
  - Page limit - 70
- **Vol III - Past Performance**
  - 1 original, 1 electronic and 3 copies
  - Page limit - specific to teaming arrangement
- **Vol IV - Cost/Price**
  - 1 original, 1 electronic and 3 copies
  - Page limit - none





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# ***RFP Section L***

## ***Instruction, Conditions and Notices to Offerors***

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- **PKVH-H020 Teaming Arrangement & General Instructions 1.1.2 Team Definition**
  - **Requires signed teaming arrangements and/or binding Letter of Intent**
  - **Provide all Teaming Agreements and/or Letters of Intent as part of proposal**





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# ***RFP Section M***

## ***Evaluation Factors for Award***

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- **Source selection procedures**
  - **One-step turn-key selection procedures (10 USC 2862)**
  - **Agency level procedures (FAR Part 15 & supplements)**
  - **May award without discussions**
- **Submit best offers initially – discussions may not be opened**
- **Award based on integrated assessment of mission capability, past performance, proposal risk and cost/price**





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# ***RFP Section M***

## ***Evaluation Factors for Award***

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- **Factor 1: Mission Capability**
  - **Subfactor 1.1: Technical Qualifications**
  - **Subfactor 1.2: Design Concepts Inclusive Of Technical Solutions**
  - **Subfactor 1.3: Management Approach**
- **Factor 2: Past Performance**
- **Factor 3: Proposal Risk**
  - **Subfactor 3.1: Technical Qualifications**
  - **Subfactor 3.2: Design Concepts Inclusive Of Technical Solutions**
  - **Subfactor 3.3: Management Approach**
- **Factor 4: Cost/Price**





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# ***RFP -- CLOSES***

- **CLOSES on: 16 Apr 03**  
**at 2:00pm CDT**  
**311 HSW/PKVH**  
**Brooks City-Base, (San Antonio) TX**
- **For future updates go to:**  
**<http://www.afcee.brooks.af.mil/pkv/design/default.asp>**

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# ***RFP -- CLOSES***

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- **For future updates go to:**  
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# ***RFP -- AMENDMENT 0001***

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- **Section L, Subfactor 1.3 Management Approach, Paragraph 3.1.3.6 (F&O) and Paragraph 3.1.3.5. (8(a)) titled Financial Capability will be removed from Section L and placed under General Conditions, Section L, Paragraph 2.4.4. Section M will be amended accordingly. Requirement will still exist for you to provide the information.**
- **F002, Period of Performance – will be changed to date of award through 96 months**
- **PKVH-H028, Indefinite Quantity Contracts – Ordering period will be modified to clarify date of award through 60 months**
- **52.216-18, Ordering – date will be changed to date of award through 60 months**





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# *Relevant Projects – Current Language*

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- Paragraph 3.1.1.1.2 required 5/3 [F&O/8(a)] projects to be submitted
- Past Performance paragraph 4.2 required that same 5/3 projects be included in past performance submittal
- Teaming members, other than prime offeror, are limited to two projects each
- *What if a teaming member has 3 or more of those five projects?*

**NEW**



## **Paragraph 4.2** ***(incorporating additional language)***

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**In the event a team member other than the prime offeror has provided more than two of the relevant projects submitted under Paragraph 3.1.1.1.2, that member may exceed the limitation of two projects. In this case they are limited to only those projects that are part of the 5/3 relevant projects under Paragraph 3.1.1.1.2. The team member may not submit any additional projects. The prime offeror is still required to submit 10 efforts.**

**NEW**





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# ***Past Performance***

## ***(Full and Open Example)***

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- **Offeror A, Paragraph 3.1.1.1.2 submissions**
  - **Prime** 1 project
  - **Team Member A1** 4 projects
- **Offeror A, Paragraph 4.2 submissions**
  - **Prime** 10 (includes the 1 under 3.1.1.1.2)
  - **Team Member A1** 4 (just the 4 under 3.1.1.1.2 and no additional)
  - **Team Member A2** 2
  - **Team Member A3** 2
  - **Team Member A4** 2

**NEW**





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# ***Acquisition Contract Schedule***

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■ Formal RFP Release	17 Mar 03
■ Pre-Proposal Conference	25 Mar 03
■ Begin Receiving PRAG Data	01 Apr 03
■ Closing Date/Proposals Received	16 Apr 03
■ Evaluations Complete	29 May 03
■ Open Discussions	(none anticipated)
■ SSA Decision Brief/Clearance	23 Jun 03
■ Notice of Awards	14 Jul 03
■ Complete Debriefs	14 Aug 03



# 10 MINUTE BREAK





# ***Headquarters U.S. Air Force***

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## **Design Build *Plus* '03 Pre-Proposal Conference**



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*Presented by*

**EUGENE T. DeRAMUS, P.E.**

**Chief, MILCON Division**

**AF Center for Environmental Excellence**

[eugene.deramus@brooks.af.mil](mailto:eugene.deramus@brooks.af.mil)

**25 Mar 03**





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# *Overview*

- **Miscellaneous Remarks**
- **Design Build Plus (DB+) Concept**
- **Working with AFCEE**
- **Market Research**
- **Highlights from Questions Received**
- **Final Question and Answer Session**







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# Miscellaneous Remarks

## ■ Administrative

- Questions in writing - 5X7 cards
- Minutes taken and posted on our website
- Minutes and answers to questions are clarifications
- Informal comments are informal -- Only website posting is OFFICIAL

## ■ AF Mission & MFH

- Mission -- Launch aircraft and missiles
- MFH is a Quality of Life program that affects our AF families and therefore THE MISSION

- Contract is a **DELETED** to improve the Quality of Life for our **DELETED** and their families

**DELETED**



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# ***Miscellaneous Remarks***

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## **■ Administrative**

- Questions in writing - 4X6 cards**
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## **■ AF Mission & MFH**

- Mission -- Launch aircraft and missiles**
- MFH is a Quality of Life program that affects our AF families and therefore THE MISSION**

## **■ Contract is a vehicle to improve the Quality of Life for our Airmen and their families**





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# ***Design Build Plus***

## **Design Build *Plus* Concept**





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# ***DB+ Concept Outline***

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- **AFCEE - Who we are**
- **The Current Need**
- **DBP03 Layout**
- **DBP03 Objectives**
- **DBP03 Described**
- **DBP03 Contract Capabilities**
- **AFCEE Execution Model**
- **Execution Strategy Example**
- **DBP03 Potential Work**





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# ***AFCEE - Who We Are***

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- **AFCEE is a service center**
  - Provides a full range of comprehensive, world-class design and construction services for AF
  - 'Provider by choice' for MAJCOM and bases
  - Primary program of this solicitation is MFH - an AF quality of life issue
  - Provide other selected facilities on request
- **Key project delivery methods are:**
  - Design-Bid-Build (D-B-B) (Traditional)
  - Design-Build (D-B)
  - Turnkey (form of D-B)





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# ***The Current Need***

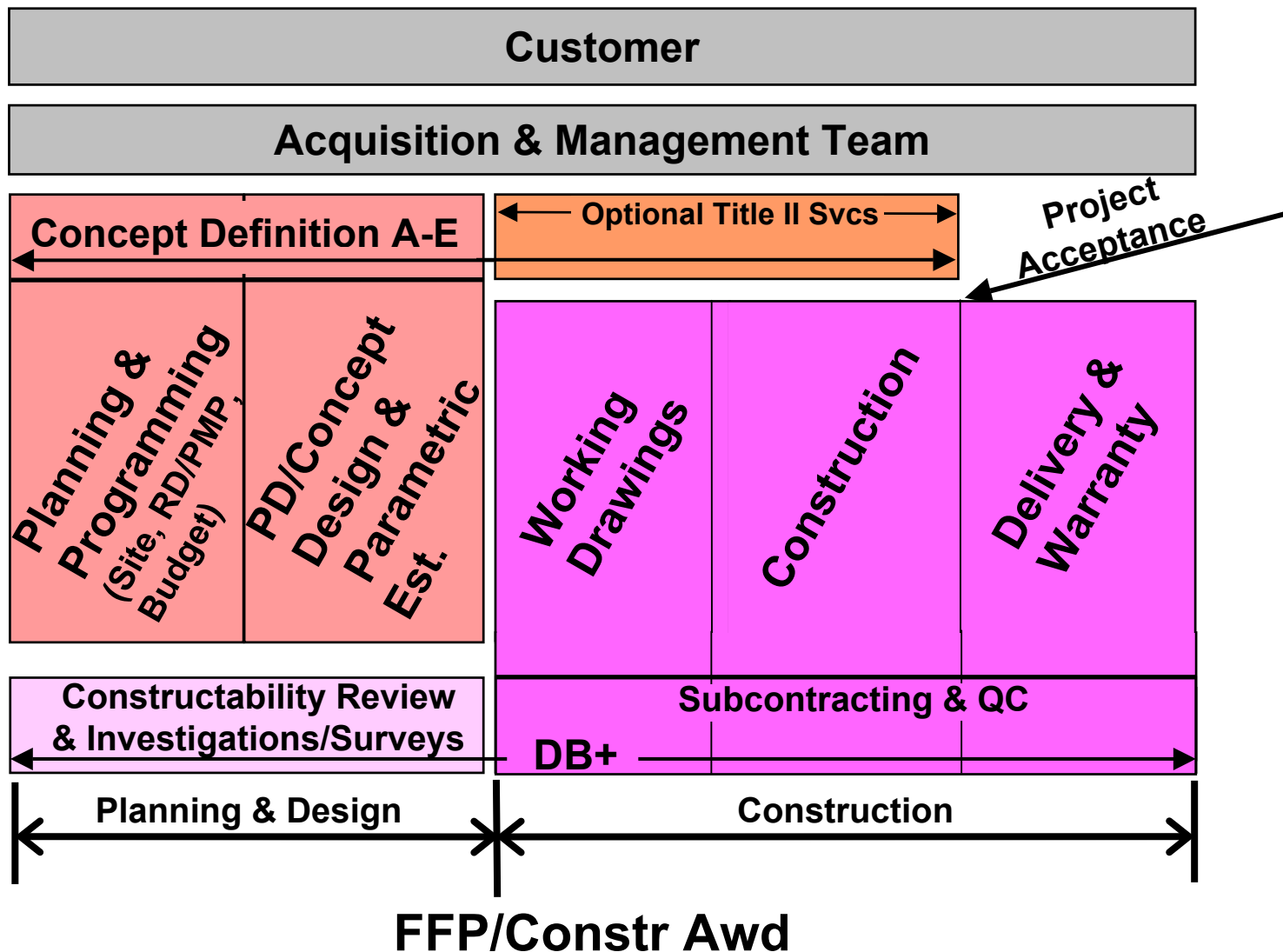
- **AF mandated to build out MFH deficit by 2007**
- **Need contract vehicle with broad capability for planning, design & construction**
  - **Primary capability is for AF MFH, however includes most other AF facility types in scope**
    - **MFH is an AF Quality of Life program**
  - **Must provide continuity of capability as the original DB+ contract reaches its program ceiling**
  - **Desire to award to firms other than just large businesses**
  - **Must capture the benefits of DB+ concept and have a 'contract life' for a full ordering period of 5 years**
  - **Scope must include worldwide capability**





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# DBP03 Layout





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# ***DBP03 Objectives***

- **DB+ concept is more efficient contract type**
  - **DB+ TO construction awards conclude substantially quicker & w/ a “lighter touch” than source selections**
  - **Early results show a more pleased customer**
- **Captures benefits of proven DB process**
  - **Captures contractor/designer/industry synergism**
  - **Reduces project design costs**
  - **Reduces potential for litigation**
  - **Eliminates design deficiency modifications**
  - **Provides single point of design & construction accountability**







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# ***DBP03 Objectives***

***(cont.)***

- **Includes construction delivery team as consultant to the design team**
  - **Gov't decisions on quality, cost & schedule include constructor input; obtains DBP03 “buy-in” to project**
  - **Executes projects at base by a trained DBP03 team**
    - **Only spins-up new contractor every 5-years at base**
    - **Builds trust between Contractor & Government**
  - **Addresses differing/unforeseen site condition mods**
- **Provides incentive to contractors**
  - **Implements ‘repeat business’ concept to reward great performing contractors**
  - **Leverages AF work-force and resources**





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# ***DBP03 Description Business Concept***

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- **Two separate Program Contracts (parallel solicitations)**
  - **Establishes a cadre of contractor-teams to perform work**
  - **Primary scope of work is MFH at military installations**
    - **Uses NAICS 236115 – Single Family Housing**
    - **Scope includes commercial and institutional work in scope**
  - **Either “program contract” may be used for decentralized ordering in addition to AFCEE orders**
  - **See Ms. Singleton’s presentation for details on:**
    - **The “Full and Open RFP”**
    - **The “8(a) RFP”**



# ***DBP03 Description Program Ceiling Contract***

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- **Program ceiling, IDIQ contract**
  - **Establishes a cadre of construction delivery teams to perform work by Task Order**
    - 1 team has potential to receive most of the work under the 'ceiling' less "minimums" for other cadre members
  - **Uses 'Fair Opportunity' process to select a DBP03 entity to perform work**
    - Select single DBP03 team for design and for construction
    - Can also compete cadre members head-to-head for a project
  - **'Repeat business' concept -- teams incentivized to:**
    - Create relationships built on trust
    - Be on time
    - Perform great work to receive future work



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# ***DBP03 Description***

## ***Work Division***

### **A-E Contract**

#### **■ Concept Definition (CD)**

##### **A-E & Gov't Team:**

- Planning, siting, RD/PMP, & DD Form 1391
- Environmental surveys & permit preparation
- Project Definition (PD) & concept design
  - Floor Plan, Site Plan, Elevations, Finish Schedules, etc.
- Parametric Cost Estimate

### **DBP03 Contract**

#### **■ DBP03 team may perform:**

- Constructibility reviews of CD products to include cost estimate validation
- VE, geo-technical & traffic studies
- As-Built & hazardous material surveys
- Topo maps & site surveys
- Final design, construction, delivery & warranty





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# ***DBP03 Description***

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- **DBP03 team will not :**
  - **Perform Title I, Type B design services**
  - **Prepare/write the contract or Task Order they will perform**





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# ***DBP03 Contract Capabilities***

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- **DBP03 contract range of scope for new construction and renovation**
  - **DB+ Concept**
  - **Traditional D-B**
  - **Turnkey**
  - **Design-Bid-Build**
  - **Constructibility Review**
    - **Planning & Programming**
    - **Project Definition**
    - **Cost Estimating**





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# ***AFCEE Execution Model***

## ■ **AFCEE Project Execution “Model”**

- **Design all projects that come to AFCEE (A-E & DB+)**
- **Award construction as Build-only, D-B, DB+ or T-K**
  - **Award current FY MFH projects and may have follow-on FY projects ready to award ~~as priced option~~**
- **After construction award options:**
  - **Option 1: Transfer Administrative CO (ACO) authority to Construction Agent's (e.g., Base, MAJCOM, USACE or ROICC) contracting function**
  - **Option 2: AFCEE retains ACO function**
- **Provide Title II services to construction agent to manage construction**
  - **Use worldwide A-E from AFCEE/DC toolbox for this service**
  - **ACO authority on Title II follows same 2 options**





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# Execution Strategy Example

(\$M)	2003	2004	2005	2006	2007	2008
AF Base 1	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
AF Base 2	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
AF Base 3	\$18.20	\$18.20	\$18.20	\$18.20	\$18.20	\$0.00
AF Base 4	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
AF Base 5	\$0.00	\$19.80	\$19.80	\$19.80	\$0.00	\$0.00

## ■ Examples:

- AF Base 5 -- 3 year program at base
- AF Base 3 -- 5 year program at base







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# ***DBP03 Potential Work***

- **Line-item funding by Congress is expected on 95% of all work**

- **Potential MFH Workload**

**FY05 - \$412.7M**

**FY06 - \$399.1M**

**FY07 - \$337.5M**

**FY08 - \$373.7M**

**FY09 - \$375.1M**

**FY10 - \$352.1M**

**Total - \$2,250.2B**





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# ***Design Build Plus '03***

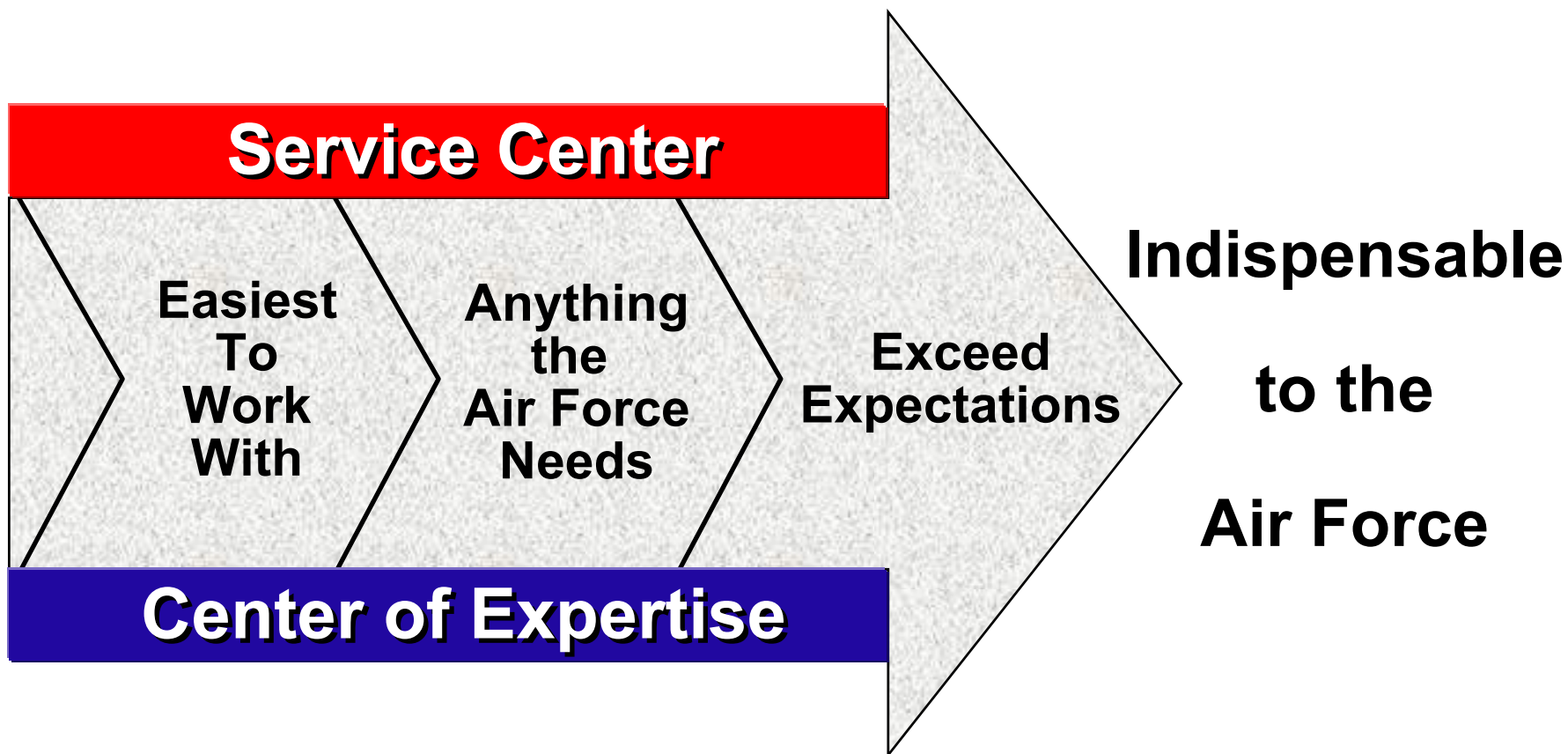
## **Working with AFCEE**





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# Keys to AFCEE Success





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# ***DBP03 Cadre Expectations***

- **AFCEE is a “provider of choice”**
- **AFCEE Contractors**
  - **Are a member of the AFCEE Team**
  - **Share responsibility for providing quality, cost effective, and timely products to AFCEE’s customers**
  - **Are not a ‘hired gun’**
  - **Are critical to AFCEE’s success**
- **Understand your role is an extension of AFCEE**
  - **You are our force multiplier**
  - **You are our representative**
  - **We succeed together!!**





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# ***Fair Opportunity Selection***

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- **Task order placement based on the following:**
  - **Past performance on earlier tasks under this contract**
    - Enhancements provided in past & current projects
    - Customer satisfaction/input on previous work (MAJCOMs/bases)
    - Quality, timeliness and warranty of deliverables
    - Compliance with small business plans
  - **Availability of labor/resources (capacity to perform) & bonding capacity**
  - **Proximity to the proposed work site and current/past work on base**
  - **Price/Cost**





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# Fair Opportunity Selection

## Cost/Price Evaluation *(cont'd)*

Categories Selected by AF Team	Fully Burdened Hourly Rate (\$)	Hours	Cost (\$)
Program Manager	86	75	6450
Project Manager	80	100	8000
Architect	76	160	12160
Civil/Structural Engineer	77	160	12320
MEP Engineer	77	150	11550
Cost Analyst	63	75	4725
Total Labor			\$55,205
ODCs			7500
Burdens	14%		1050
Total Task Order			\$63,755
Offeror's Weighted Hourly Rate			\$161.41

**SAMPLE**





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# ***Design Build Plus '03***

## **Market Research Results**







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# ***Market Research***

## **■ RFI: 26 Nov 2002**

- Closed 6 Dec 02**
- 8 multipart questions**
- 39 firms responded**
  - 16 firms were 8(a) firms**
  - 23 firms were Large Business (LB)**

## **■ RFI: 20 Dec 2002**

- Closed 8 Jan 03**
- 4 multipart questions**
- 26 firms responded**
  - 11 firms were 8(a) firms – 4 were new to list**
  - 23 firms were LB – 2 were new to list**





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# ***Market Research*** (cont.)

- **RFI: 30 Jan 2003 (Pre-Draft RFP) published**
  - **Closed 17 Feb 03**
- **3 RFI's from original DB+, dated 10 Jan 00, 15 May 01 & 29 Jun 01, provided significant influence to the shaping of this requirement**





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# ***Market Research*** (cont.)

## ■ **Early Industry Involvement**

- **Sought input and built interest via e-mail and telephone contact with potential contractors**
- **Presented the DB+ concept at various AFCEE Industry Days and SAME conferences**
- **Met with 22 firms to describe the DB+ concept and the upcoming source selection**
  - **6 of 22 firms were contractors enrolled in the 8(a) program**
- **Held a “lessons learned” conference with the existing DB+ contractors on 20 Nov 02**





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# ***Market Research*** (cont.)

## **■ Market Research Conclusions**

- Industry strongly supports this concept**
  - Prefers it over traditional IFB and single project RFP**
- Industry has capability to perform DB+ concept**
- Industry has MFH experience to perform as DBP03**
  - LB Firms indicate they can perform under worldwide contract**
  - 8(a) Firms indicate they can perform under nationwide contract**
- Excess bonding capacities are surprisingly high**
  - 13 - 8(a) Firms have capacity in excess of \$100M**
  - 13 - LB Firms have capacity in excess of \$200M**
- There is a sufficient number of nationwide and worldwide firms to compete for cadre membership**





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# ***Design Build Plus '03***

## **Highlights from Questions Received**





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# ***Questions Received***

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## **■ Conflict of Interest**

### **■ FAR 36.209**

**No contract for the construction of a project shall be awarded to the firm that designed the project or its subsidiaries or affiliates, except with the approval of the head of the agency or authorized representative**

## **■ Sample Task**

- This is not a real project, but it was a real project!**
- Design & price/cost the house & garage, not the site**
- Unit size standards are based on the former “net square footages” of the AFFHG**
- No enhancements (beyond that stated in the RFP)**





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# ***Questions Received***

## **■ Distinctive Teaming**

- Have signed Teaming Agreement (TA) or Letter(s) of Intent (LOI)**
- “Distinctive” is defined as:**
  - A teaming entity of the Offeror & all identified teaming subcontractors**
  - Have the potential to receive only one contract award under this solicitation without respect to prime-sub relationships**

## **■ Cadre Size**

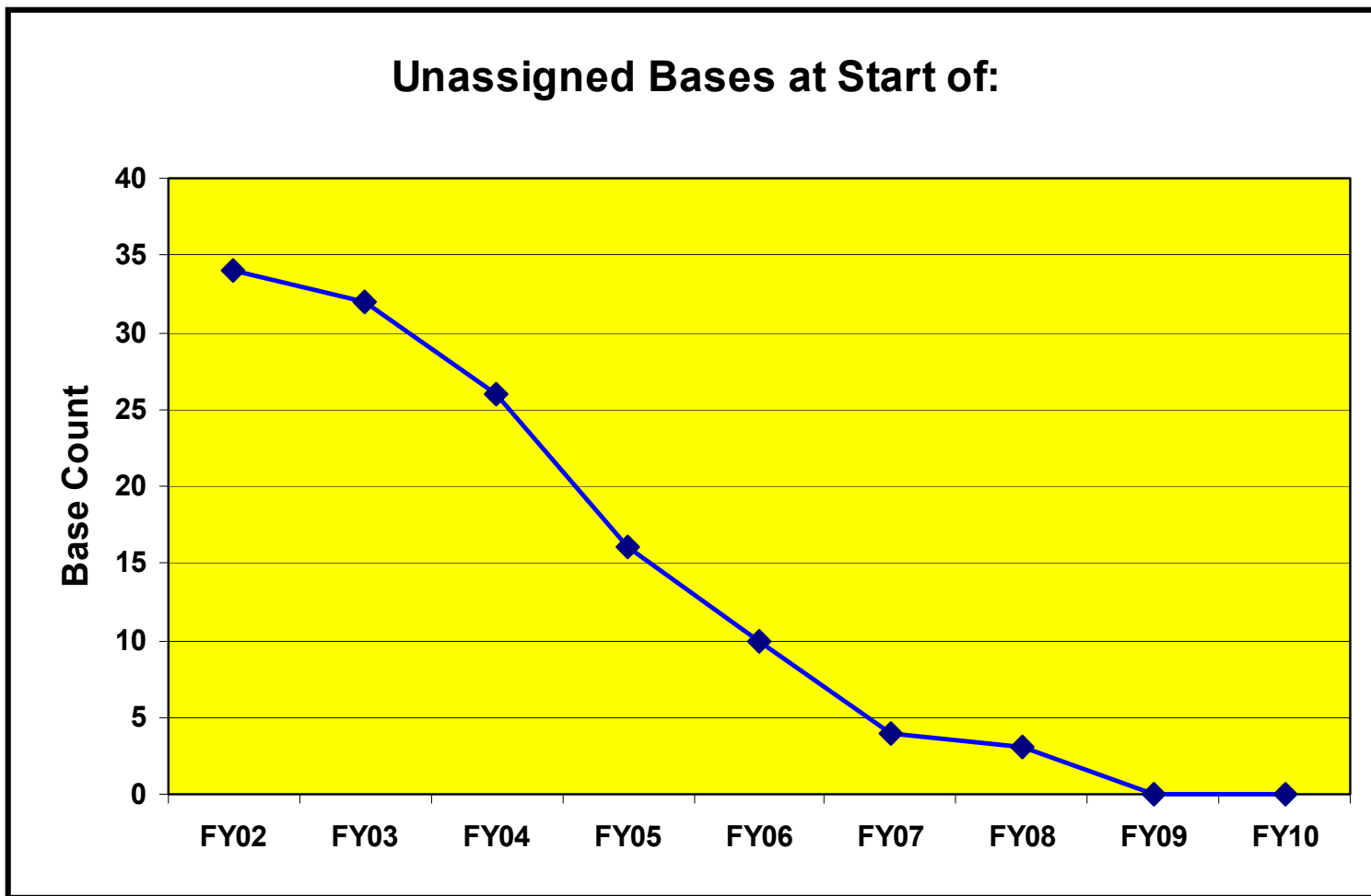
- Concept is that DBP03 contractor who performs his contract well will be on that base for 5 years**
- Number of bases still available is under 28**
- Manageable cadre: F&O is ~~10~~; & 8(a) is 4**





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# Questions Received Cadre Size (Assumption 1)



\* Assumes base may not be re-assigned with a 2 or less year project gap



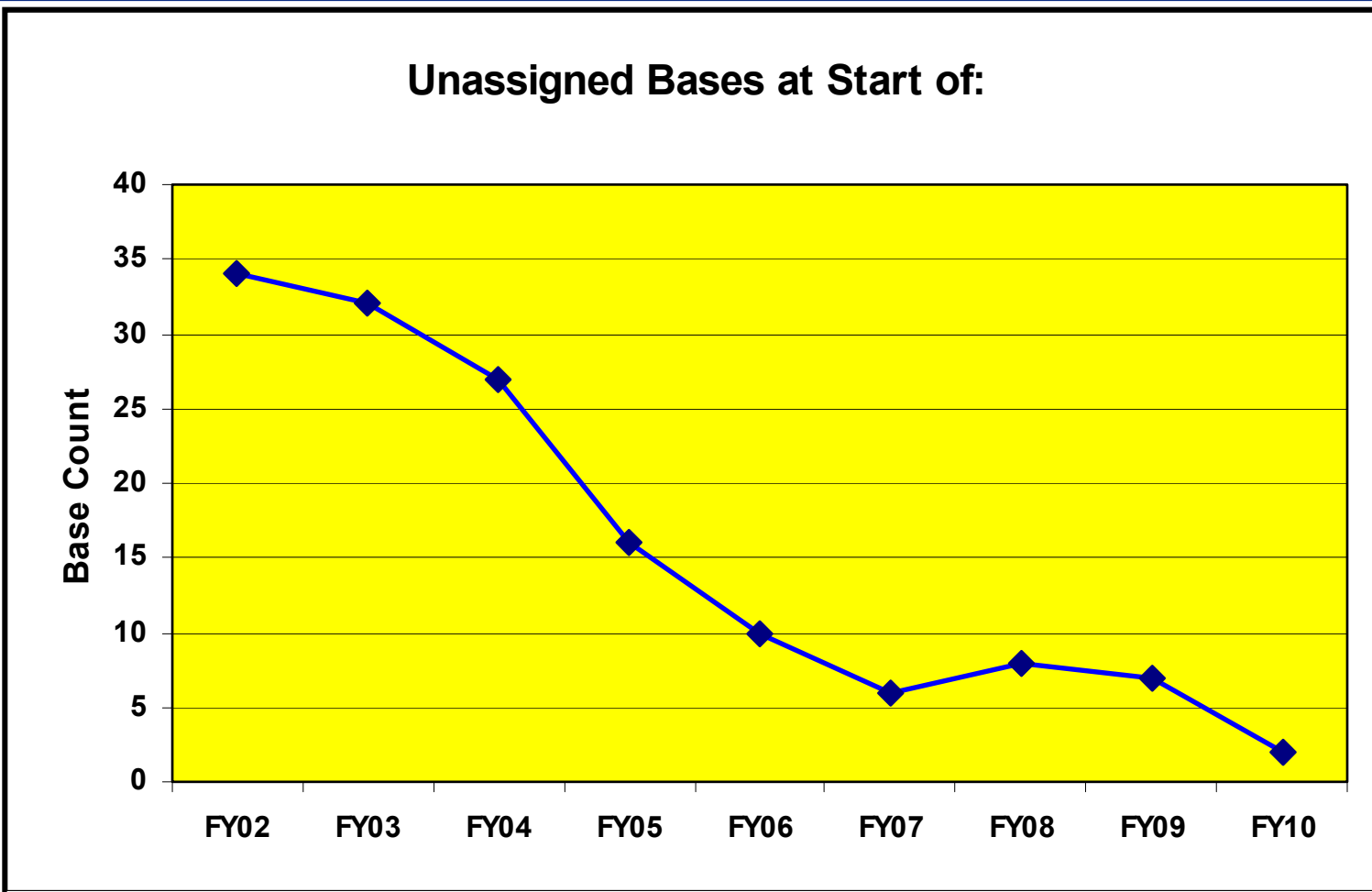
*Integrity - Service - Excellence*





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# Questions Received Cadre Size (Assumption 2)



\* Assumes base may not be re-assigned with a 1 or less year project gap



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# ***Summary Remarks***

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- **Effort to propose:**
  - **Will be difficult for the novice firm**
  - **Will be relatively easy for the firm that does MFH**
- **Our preference -- a teaming entity that can "do it right the first time"**





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# **Design Build *Plus* '03**

## **Question and Answer Session**





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# ***RFP Website Download***

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- **Fed Biz Ops**

<http://www.eps.gov/>

- **RFP Documents location for download**

- **At the AFCEE Website:**

<http://www.afcee.brooks.af.mil/pkv/design/default.asp>





